



Hampshire Antiques Ltd.

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COLLECTOR'S NEWS

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Editorial

Hampshire Antiques Makeover

Spring has sprung and we have got into the seasonal spirit by changing things around to give the store a new look. On your next visit you might almost feel you have entered a new store!

To get this new look we have moved the books from the front of the store to the back and, by doing so, have culled out the selection of new titles to stock specialized books on collecting. We are also now offering a new feature: a search for out-of-print titles that are hard to get. The jewellery counter has been moved along with the cash desk to the center front of the store thus opening up much more display space for furniture and paintings. Our inventory is now becoming more selective although we will still have five cabinets full of small antiques.

All of the above is a response to the huge change that has occurred to the antiques business during the past five years. Sadly, in a post 9/11 world the old 20th century business model for an antique shop no longer works. It has become an age of selectivity in targeting both stock and customers for it. Competition for fashionable antiques is now a much more expensive, intense, and more time consuming operation than ever.

Luckily, through our range of worldwide contacts, we are still coming up with interesting and unique items for you as the following photographs amply testify. We look forward to seeing you again in the shop in the coming spring and summer months.

Real Estate Boom

The current real estate boom in the Vancouver area continues unabated. Prices of both residential and commercial properties seem to be defying the forces of nature. It is changing the landscape significantly on Granville Street with Corporate Canada thinking it has another Robson Street in the making. This thinking is bizarre in the extreme as we don't have hundreds of thousands of hotel guests and office workers within a few blocks to justify this speculation. We do enjoy the visits of inquisitive tourists but mostly it is local people and then only when they can find a place to park their cars.

Unfortunately, most of these new stores are branches of chain stores that you see everywhere else. So there is nothing new or terribly interesting about these guys only that they have deep pockets to absorb losses if they have to for the prestige of having their name on Granville Street. By moving onto the street they are displacing businesses that have been here for decades and have made it the interesting shopping experience that it so far is but the future looks in doubt.



A superb Victorian Side/Hall Table in Burr Walnut with detailed inlay work in ebony and box wood; c.1865. U.S.A

\$7,500.00 CDN \$6,450.00 USD

In one week recently we learnt that Vancouver has the 12th highest commercial lease rates in the world and that our lease would be doubling this spring over what it was five years ago. Taxes are a huge component of this with the City of Vancouver charging businesses the highest rates in the country. So it is not a surprise to see changes amongst long established businesses like Harrison Galleries who moved to downtown, Minaret Carpets (our old neighbours) selling their building and calling it quits for now and our neighbours, Shaugnassy Antiques selling their building and planning a move across the street.

The Year in Review

Anyone travelling around anywhere in the western world will have noticed that many general antique shops and malls have simply disappeared. They have fallen prey to a combination of factors but mostly the death blow has come from the growth in the internet. Much of their type of merchandise can be found online and, because bedroom sellers have no overheads or taxes to pay, they can sell for less. The revolution here has come from buyers buying from computer images and not seeing it or handling it in the flesh so as to speak. This is the direct opposite way of how things used to work in the antiques business. The old way still work with serious collectors however. A survey of the members of the B.A.D.A. in England recently showed that the effect of the internet on their sales was negligible - less than 4 per cent of their sales last year were internet driven.

It is the high end of the market that makes all the news today with the headlines now read of huge amounts being spent on Russian, Chinese, and modern material. A Russian impressionist painting sold a few months ago for more than ten times its auction estimate. Much Russian art has gone up 300 - 500 per cent in the past five years. Imperial Chinese porcelain along with other rarities is on the same track. It is often routine for paintings produced during the past 50 years to pass in the \$1,00,000 mark. Indeed, with rapid rises in value like these, the art market is starting to resemble the stock market in nature.

Where is all this big money being spent? Well, for dealers it is increasingly not so much in their shops but at shows. Probably the most significant antique show of them all is the one held in Maastricht, Holland, the 19th version of which has just concluded. Dealers bring their finest examples to display to an audience

of serious collectors and museum personnel. The airport is full of private jets and, as usual, the big money was in the paintings. The dealers Noortman alone sold more than thirty paintings worth nearly 20 million Euros. Out of some 215 exhibitors, 96 of them were concerned with art. The fair is strong on old master paintings but moves with the times. This year apparently there were more exhibitors of Asian antiques which sold very well, demonstrating the strength of this sector of the market.



An antique Chinese carved
Horn Snuff Bottle
\$595.00 CDN \$510.00 USD

The reluctance of many U.S. collectors still have to travel overseas means that dealers have to travel to them. Many English dealers now make the trek to New York and Florida and the B.A.D.A. is holding its first Antiques Fair in the New York next year in January which will coincide with the Winter Antiques Fair and other major shows at that time. There is no question that collectors love an event and high profile fairs are clearly the only way to profitability for many dealers. The only fairs of this type of significance on the West Coast are only available in California. There is, incredibly, no major fairs at all in Vancouver that feature all the Granville Street antique dealers with their high end merchandise.

The big two auction houses are about to state their best profits in recent years much of which has been contributed by their recent modern and contemporary art sales which broke many records in February and March. These are paintings you won't see in antique shops as many of the artists are still living and the paintings quite recent. A Damien Hirst (b.1965) heart shaped pink painting with butterflies measuring 8' 3" x 8' 3" dating from 1996 sold for a little less than a million. Another surprising 'art' statistic was a small 9" x 6" piece of paper with typewriting all over it by Carl Andre (b.1935) called untitled (The secret world of Frank Stella) sold for an INCREDIBLE U.S. \$110,000. Much stereotyped traditional art is now being eclipsed by this type of 'new-age-art' with standard Victorian & Edwardian paintings drifting downwards in price and the modern in ascent. There are always feelings of wonder or disbelief when following current art market trends. I'm not too sure what it takes to be in tune with the moderns as thankfully, I can only feel at home with the oldies and goodies!



'Demeter, the Goddess of Corn'. A BRONZE FIGURE GROUP. (Demeter is one of the twelve great Olympian Gods).

France, Circa. 1860's, 32" High.
\$18,000.00 CDN \$15,550.00 USD



A very rare BUFFALO HORN upholstered Armchair. (Upholstery old but not original.) Circa. 1860s - 1870's; North American Mid-West. Dimensions: 28" x 26" ; Height: 42"

\$18,500.00 CDN \$16,200.00 USD



A 'Bronzed' FIGURE GROUP of two hunters in traditional 19th century European sporting garb set in a shooting position. French fabrication mark. Circa. 1900

FOR RENTAL ONLY
\$2,800.00 CDN \$2,450.00 USD



19th Century Small Three Drawer Military Chest, conversion. Height: 30"

\$1,200.00 CDN \$1,055 USD



A grand lakeside wildlife scene of two moose in Duluth, Minnesota by Austrian-American artist Feodor von Luerzer (1851-1913). OIL PAINTING on canvas in original Gilt Frame. Signed and dated in 1907.

Overall Dimensions: 60" x 40"
\$85,000.00 CDN \$74,000.00 USD



Moorcroft 'Leaf & Berries' Vase
England, c. 1930s ; Height: 3.5"

\$295.00 CDN \$255.00 USD



Moorcroft 'Leaf & Berries' signed Vase
England, c. 1930s ; Height: 5"

\$595.00 CDN \$515.00 USD



Moorcroft 'Leaf & Berries' Cigarette Box
England, c. 1930 - 1950

Dimensions: 4.5" x 3.25" x 1"
\$175.00 CDN \$150.00 USD



Moorcroft two handled Vase in the 'pomegranite'
pattern. Signed, England, c. 1920s

\$1,950.00 CDN \$1,720.00 USD



Moorcroft 'Spring Flowers' Plate
Signed, England, c. 1930 - 1950 ; Diameter: 9"

\$350.00 CDN \$305.00 USD



Moorcroft 'Leaf & Berries' Small Bowl
England, c. 1930s ; Diameter: 3"

\$175.00 CDN \$150.00 USD



A fine pair of hand painted figural porcelain candleabra. Dresden, circa 1950.

\$995.00 CDN \$865.00 USD



'Leda and the Swan'
A Meissen Figure Group ; Germany, c.1890.

\$3,500.00 CDN \$3,050.00 USD



Moorcroft 'Spring Flowers' Plate
Signed, England, c. 1930 - 1950 ; Diameter: 9"

\$350.00 CDN \$305.00 USD



A fabulous French Gilt Bronze & Brass
FIRESCREEN of a rococo design. c.1910

Dimensions: 30" x 30"
\$6,500.00 CDN \$5,650.00 USD



Walnut & Burr walnut Cocktail Cabinet with
two drawers and cupboard below; Signed.
England, Circa. 1930.

Dimensions: 26" x 46.5" x 18"
\$4,500.00 CDN \$3,950.00 USD



An exceptional pair of SATINWOOD
French style Armchairs. Hepplewhite
Design, England, c.1870's

Dimensions: 22" x 18" ; Height: 39"
\$6,500.00 CDN \$5,600.00 USD